

Q3 2026 Results

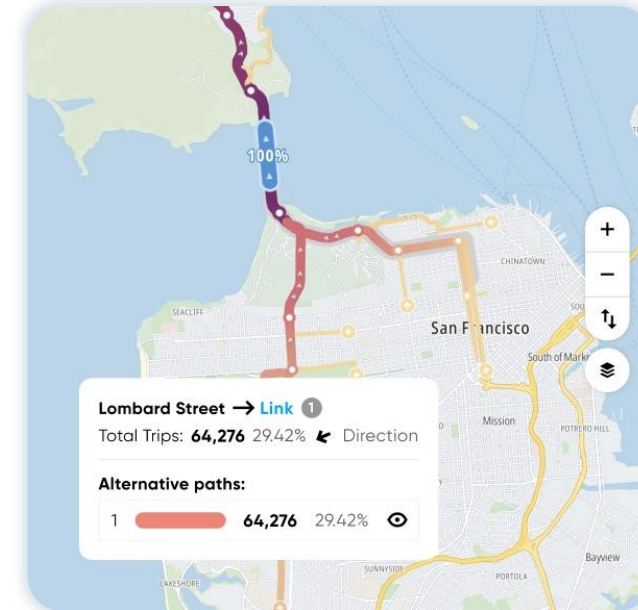
Mike Schoofs – CEO

Taco Titulaer – CFO

15 October 2026

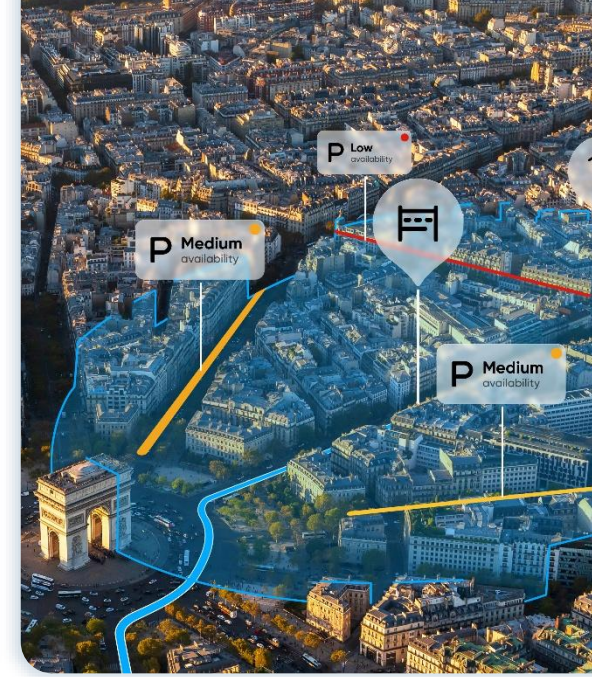
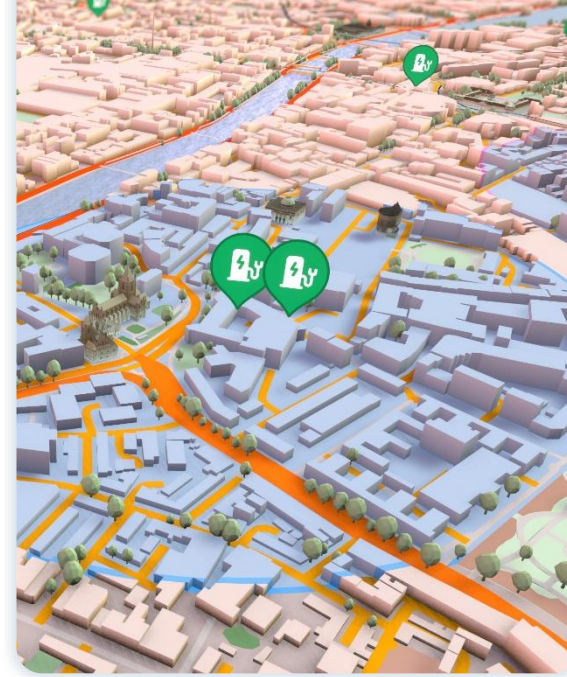
Operational highlights for the quarter

- Announced organizational changes to help TomTom focus, move faster and scale more easily. Three divisions, Automated Driving, Location Intelligence and Navigation, build on a shared Foundation. Impacting approximately 200 roles globally
- Expanded collaboration with Microsoft to make TomTom's location intelligence available to AI agents built on Microsoft Fabric and Microsoft Foundry
- Launched TomTom Maps MCP Server in the Claude connector directory



Financial highlights for the quarter

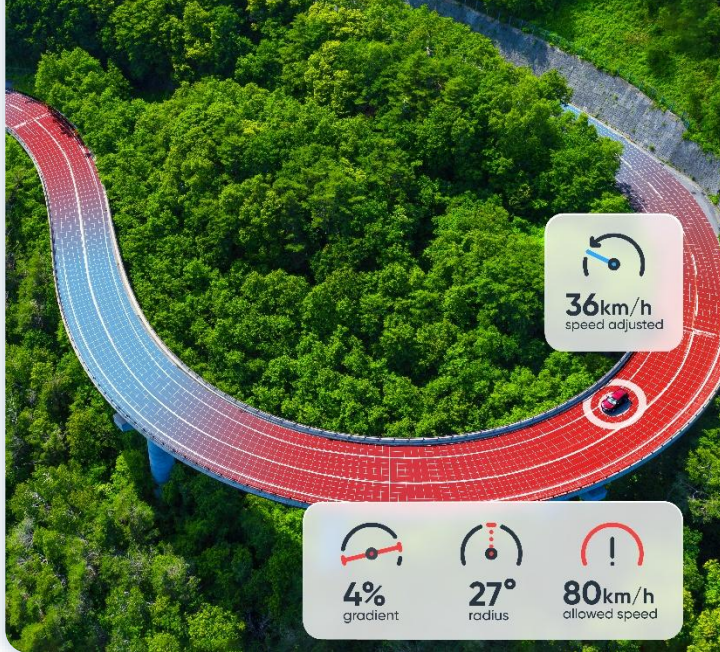
- Group revenue of €129m (€137m in Q3 '25)
- Location Technology revenue of €115m (€118m in Q3 '25)
- Automotive operational revenue of €68m (€85m in Q3 '25)
- EBIT of €6m (€8m in Q3 '25) and operating margin of 5% (6% in Q3 '25)
- Net cash of €239m (€263m at the end of Q4 '25)



Outlook

in € million	Updated Outlook 2026	Previous Outlook 2026	Actual 2025
Group revenue	505 – 530	495 – 555	555
Location Technology revenue	450 – 470	435 – 485	482
Operating margin ¹	Around +4%	Around +3%	+0%

¹Operating margin for the Updated Outlook 2026 includes an estimated restructuring charge of €15 million; Actual 2025 includes a restructuring charge of €26 million.



Thank you
Any questions?



P&L

(€ in thousands)	Q2 '25	Q3 '25	Q4 '25	Q1 '26	Q2 '26	Q3 '26	YTD '26	YTD '25
Automotive	86,356	79,545	77,313	75,731	81,079	77,654	234,464	245,576
Enterprise	39,884	38,715	38,540	38,471	38,327	37,109	113,907	120,390
Location Technology	126,240	118,260	115,853	114,202	119,406	114,763	348,371	365,966
Consumer	19,958	18,624	15,350	14,953	15,166	14,167	44,286	57,520
Revenue	146,198	136,884	131,203	129,155	134,572	128,930	392,657	423,486
Cost of sales	(17,889)	(14,771)	(14,230)	(12,714)	(12,956)	(12,278)	(37,948)	(49,901)
Gross profit	128,309	122,113	116,973	116,441	121,616	116,652	354,709	373,585
<i>Gross margin</i>	<i>88%</i>	<i>89%</i>	<i>89%</i>	<i>90%</i>	<i>90%</i>	<i>90%</i>	<i>90%</i>	<i>88%</i>
Research and development expenses - Geographic data	(36,141)	(33,980)	(37,481)	(33,149)	(38,809)	(40,787)	(112,745)	(107,065)
Research and development expenses - Application layer	(53,171)	(47,418)	(37,597)	(40,779)	(42,240)	(41,823)	(124,842)	(148,026)
Sales and marketing expenses	(12,815)	(10,565)	(12,744)	(10,030)	(10,462)	(10,035)	(30,527)	(35,201)
General and administrative expenses ¹	(45,998)	(21,736)	(21,825)	(18,716)	(21,601)	(17,959)	(58,276)	(88,978)
Total operating expenses	(148,125)	(113,699)	(109,647)	(102,674)	(113,112)	(110,604)	(326,390)	(379,270)
Operating result (EBIT)	(19,816)	8,414	7,326	13,767	8,504	6,048	28,319	(5,685)
<i>EBIT margin</i>	<i>(14%)</i>	<i>6%</i>	<i>6%</i>	<i>11%</i>	<i>6%</i>	<i>5%</i>	<i>7%</i>	<i>(1%)</i>
Financial result	(752)	1,917	105	1,997	1,182	1,400	4,579	1,143
Result before tax	(20,568)	10,331	7,431	15,764	9,686	7,448	32,898	(4,542)
Income tax (expense)/gain	(3,064)	(1,233)	(2,307)	(2,100)	(2,486)	(2,327)	(6,913)	(6,978)
Net result²	(23,632)	9,098	5,124	13,664	7,200	5,121	25,985	(11,520)

¹ Q2 '25, Q4 '25 and YTD '25 include a restructuring charge of respectively €25 million, €1 million and €25 million.

² Net result is fully attributable to equity holders of the parent.

Balance sheet

(€ in thousands)	30-Jun-25	30-Sep-25	31-Dec-25	31-Mar-26	30-Jun-26	30-Sep-26
Goodwill	192,294	192,294	192,294	192,294	192,294	192,294
Intangible assets	16,935	23,666	31,955	42,075	50,427	58,561
Other contract related assets	29,871	32,783	34,036	34,074	34,579	33,990
Lease assets, PP&E and other assets	58,864	55,112	55,709	56,621	55,514	52,753
Inventories	10,770	9,817	9,548	8,963	8,260	7,143
Trade receivables	62,291	55,302	64,875	62,375	62,756	60,140
Unbilled receivables	38,908	36,281	38,090	35,715	38,366	34,449
Prepayments and other receivables	29,092	26,131	26,879	30,354	28,049	25,772
Cash and cash equivalents and fixed-term deposits	266,530	266,945	262,802	248,058	234,171	239,374
TOTAL ASSETS	705,555	698,331	716,188	710,529	704,416	704,476
Total equity	119,701	131,421	139,617	145,431	153,944	161,905
Lease liability	41,097	38,622	40,347	42,327	42,218	39,934
Provisions	43,763	22,418	23,681	21,867	21,205	23,372
Trade payables	14,713	15,181	10,036	12,298	17,759	14,422
Deferred revenue	421,348	411,446	424,082	421,941	413,833	401,377
Other contract related liabilities	13,891	8,555	11,743	7,778	5,754	8,388
Income taxes	1,989	1,970	760	910	757	630
Accruals and other liabilities	49,053	68,718	65,922	57,977	48,946	54,448
TOTAL EQUITY AND LIABILITIES	705,555	698,331	716,188	710,529	704,416	704,476

Cash flow

(€ in thousands)	Q2 '25	Q3 '25	Q4 '25	Q1 '26	Q2 '26	Q3 '26	YTD '26	YTD '25
Operating result	(19,816)	8,414	7,326	13,767	8,504	6,048	28,319	(5,685)
Foreign exchange adjustments	(1,705)	(105)	(963)	560	555	448	1,563	(2,539)
Depreciation and amortization	4,515	4,350	4,511	4,544	4,064	3,977	12,585	13,481
Change in provisions	24,276	(21,157)	496	(1,366)	(237)	2,338	735	1,964
Other	3,299	3,642	3,310	3,125	4,176	2,654	9,955	9,862
Changes in working capital:	13,790	16,033	(4,495)	(9,703)	(13,369)	2,924	(20,148)	25,336
Cash flow from operations	24,359	11,177	10,185	10,927	3,693	18,389	33,009	42,419
Interest (paid) / received	1,360	1,292	1,200	170	333	742	1,245	3,764
Corporate income taxes paid	(3,446)	(2,087)	(2,881)	(1,694)	(2,883)	(2,429)	(7,006)	(7,780)
Cash flow from operating activities	22,273	10,382	8,504	9,403	1,143	16,702	27,248	38,403
Cash flow from investing activities	(19,886)	(6,982)	19,567	(9,318)	(9,599)	(4,483)	(23,400)	(28,175)
Cash flow from financing activities	(2,120)	(2,385)	(3,305)	(12,819)	(5,457)	(2,057)	(20,333)	(6,962)
Net increase/(decrease) in cash and cash equivalents	267	1,015	24,766	(12,734)	(13,913)	10,162	(16,485)	3,266

Additional information:

Free cash flow

Cash flow from operating activities	22,273	10,382	8,504	9,403	1,143	16,702	27,248	38,403
Investments in intangible assets	(7,547)	(7,013)	(8,560)	(10,383)	(8,617)	(8,397)	(27,397)	(22,316)
Investments in property, plant and equipment	(863)	(528)	(975)	(1,086)	(982)	(1,086)	(3,154)	(2,346)
Free cash flow	13,863	2,841	(1,031)	(2,066)	(8,456)	7,219	(3,303)	13,741
% of revenue	9%	2%	(1%)	(2%)	(6%)	6%	(1%)	3%
Restructuring-related cash flow ¹	—	13,788	5,142	3,148	522	389	4,059	13,788
Free cash flow excluding restructuring	13,863	16,629	4,111	1,082	(7,934)	7,608	756	27,529
% of revenue	9%	12%	3%	1%	(6%)	6%	0%	7%

¹ Restructuring-related cash flows are related to the organizational realignment announced in June 2025.

Outstanding shares

	Q3 '26	YTD '26
Common shares outstanding at the end of the period	125,000,000	125,000,000
Shares in issue at the beginning of the period	124,026,915	124,494,163
Shares in issue at the end of the period	124,050,406	124,050,406
Average shares in issue during the period¹	124,037,334	123,854,688 [A]
Average shares outstanding from dilution of RSUs and PSUs	2,422,378	4,127,203 [B]
Average fully diluted shares outstanding during the period²	126,459,712	127,981,891 [A+B]

¹ Shares held in treasury of 949,594 are taken into account when calculating the weighted average shares outstanding.

² The average share price for the quarter was €4.05 and the average share price for the year was €4.76.

Important notice

Disclaimer

This document contains certain forward-looking statements with respect to the financial position and results of TomTom's activities. We have based these forward-looking statements on our current expectations and projections about future events, including numerous assumptions regarding our present and future business strategies, operations and the environment in which we will operate in the future. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements, and you should not place undue reliance on them. Many of these risks and uncertainties relate to factors that are beyond TomTom's ability to control or estimate precisely, such as levels of customer spending in major economies, changes in consumer preferences, the performance of the financial markets, the levels of marketing and promotional expenditures by TomTom and its competitors, costs of raw materials, employee costs, exchange-rate and interest-rate fluctuations, changes in tax rates, changes in law, acquisitions or disposals, the rate of technological changes, political developments in countries where TomTom operates and the risk of a downturn in the market. Statements regarding market share, including TomTom's competitive position, contained in this document are based on outside sources such as specialized research institutes, industry and dealer panels in combination with management estimates.

The forward-looking statements contained herein speak only as of the date they are made. We do not assume any obligation to update any public information or forward-looking statement in this document to reflect events or circumstances after the date of this document, except as may be required by applicable laws.

You will be solely responsible for your own assessment of the market and the market position of TomTom and you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of TomTom's business. This document does not constitute or form part of, and should not be constructed as, an offer or invitation to subscribe for or purchase any TomTom securities.

Non-GAAP measures

The financial information in this report includes measures, which are not defined by generally accepted accounting principles (GAAP) such as IFRS. We believe this information, along with comparable GAAP measurements, gives insight to investors because it provides a basis for evaluating our operational performance. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information presented in compliance with GAAP. Wherever appropriate and practical, we provide reconciliations to relevant GAAP measures.

Operational revenue is IFRS revenue adjusted for the movement of gross deferred revenue

Gross margin is calculated as gross profit divided by IFRS revenue

EBIT is equal to the operating result

Operating (EBIT) margin is calculated as operating result divided by IFRS revenue

Net cash is defined as our cash and cash equivalents, plus cash held in fixed term deposits

Free cash flow is cash from operating activities minus investments in intangible assets and property, plant and equipment



TomTom NV
De Ruijterkade 154
1011 AC Amsterdam
The Netherlands

